

January 22, 2010- Webinar Q&A

New Energy Economic Development (NEED)

Q: When will a list of awarded projects from the first round be available to view?

A. The press release announcing all awardees from the last NEED round can be found at <http://www.colorado.gov/energy/index.php?/about/press/2009>, December 11th.

Q: NEED Grant question: Our application is for funding of a 100kw solar PV system at a community college. We will apply for a grant that will not cover 100% of the system cost. Is there a possibility that a grant would be awarded for less than the full amount of the request, or is the award either 100% of the request or nothing?

A. Yes, the GEO can and has awarded a project at less than 100% of the total request amount.

Q: NEED: Will GEO fund a grant for a demonstration of a technology to achieve commercial viability?

A. All projects funded with ARRA dollars must be readily commercially available at the time of award.

Q: Regarding the match requirement. Do you look for diversified matching or does it matter? For example, if the applying agency agrees to provide 75% in matching funds internally does it matter that there isn't additional/diversified matching?

A. The GEO does score based on leveraged funds and geographic/market diversity. However, if an agency does provide the total match this does not necessarily prohibit the project from funding.

Q: Leveraged by local funds of 75% of project??

A. The GEO scores on both leveraged funds and geographic/market diversity. Meaning, how well does the project leverage funds and is the project utilizing local markets.

Q: For the NEED grants, what exactly is included in the 5 page limit. For example, are the Attachments included? What about the Gantt chart?

A. The GEO provided Attachments are not included in the 5 page limit. However, the gantt chart should be included in the 5 page limit.

Q: NEED grant question re Subcontractors: Is it required that subcontractors are selected before the application is submitted, or is it acceptable to describe in the application the competitive process we'll use to choose subcontractors if our grant is awarded?

A. It is not required that a subcontractor be selected prior to the application submission. It is not necessary to describe the competitive process used to select a subcontractor within the grant application. Justification of this process will be asked for prior to any contract/PO execution whether it happens prior to application submission or after.

Q: For the NEED grant specifically, does GEO provide funding for required energy audits and analysis?

A. The GEO cannot answer any questions pertaining to specific project funding. Please find the guidelines for project funding within each RFA.

Q: NEED Grant: Can you please clarify the date or timeframe by which the grant money must be used? There is mention of 8 months for actual installation. Is this the same for projects which encourage (rather than actually do) installations?

A. All projects funded under NEED, need to begin within 3 months of contract/PO execution date and be completed within 8 months of contract/PO execution date.

Q: Who is the target audience for the video?

A. The NEED evaluation team.

Q: Will the GEO staff or review team for the proposal view the Video?

A. The NEED evaluation team which is comprised of some GEO staff. Keep in mind that the evaluation team will not score the video, nor are they required to review the video.

Q: What is the benefit of submitting a video?

A. To give the evaluation team a hands on look at the project being proposed for funding.

Q: Can contractors apply for NEED grant funds to utilize for energy efficiency projects for commercial customers? For example, we have several projects which are sold, so the businesses have funding for the projects and could match grant funds. Many of these customers could of been better served by a higher end energy efficiency technology. For example, we have an energy efficient lighting system upgrade that a customer has chosen to go forward with, but the daylight harvesting portion of the proposal has been value engineered out. Or we have an exterior energy efficient lighting upgrade where the customer went with a pulse arc metal halide system because the LED system was too expensive. Could contractors apply for the NEED grant funds on projects like these, which have been sold in order to allow the customers to upgrade to the higher end solution?

A. The GEO cannot answer any questions pertaining to individual projects. Please find the guidelines for project funding within each RFA.

Q: On the application under Agency Information, Under Project Type, Wind is not an option on the drop down box and it does not allow a typed answer. What do we do on the application?

A. We apologize. Attachment A for the NEED solicitation has been updated and can now be found in place of the previous one on the GEO website.

Q: Are NEED Grants the primary grant for training employees you plan to hire for your RE business?

A. The GEO cannot answer any questions pertaining to individual projects. Please find the guidelines for project funding within each RFA.

Q: I heard no discussion of NEPA in the NEED presentation. It is mentioned in the guidance, but the NEPA form is not included. Is the NEPA form required for the NEED grant application?

A. All NEPA guidelines for NEED can be found within the RFA.

Q: Please speak to the project video - purpose, use, etc.

A. Applicants will have the opportunity to create a video to provide additional information relating to a project within the grant application. Please note: Individual videos will not be scored by the evaluation team and evaluation team members will not be required to view any of the provided videos relating to individual projects.

Q: NEED Grants. Please provide a breakdown of why proposal were rejected in the past. i.e.: incomplete forms, missed deadlines, wrong category, lack of merit, lack of matching funds. etc.

A. A breakdown is not available but for general grants disqualifications for funding include; incomplete or insufficient forms, incomplete applications and missed deadlines. All others are scored on specific criteria as outlined in each RFA.

Q: NEED Grant - Are previous successful grant applications available for review?

A. Please contact the GEO grants staff member as listed within the contact information on the GEO website to submit an official Colorado Open Records Act request.

Q: Is it possible to see our scores/notes from the first cycle of the NEED grant? If so, how do we submit the request?

A. Please contact the GEO grants staff member as listed within the contact information on the GEO website to submit an official Colorado Open Records Act request.

Q: Will submitting under NEED prevent you from submitting under later specific applications?

A. There is no penalty for submitting to multiple applications. You may apply for more than one grant opportunity in the same round of funding or, in later rounds of funding the GEO will offer. Please keep in mind if the proposal is submitted in more than one grant category during the same round of funding the GEO will determine which grant category is best suited for that project. The project will only be reviewed and scored in one grant category.

Q: NEED and Historical EE Grants: Is an energy audit needed as prior to proposing the installation of EE and RE measures.

A. No, but it is recommended so that you are able to identify the best project for your facility.

Q: Is the 3million divided among different program areas?

A. No, up to 3M is available for all project types.

Q: NEED: Is it better to apply for one technology installation, or is it better to apply for the entire renewable energy upgrade? Also, if you apply for just one technology, should you show the budget for the whole project or just the single technology?

A. The GEO cannot make recommendations on requests for funding. The budget should have a line-item detail for the grant being requested.

Q: NEED GRANT - The description states this is for Energy Efficient or Renewable Energy technology, but you have stated that most of your grants for NEED go to Solar? Does that mean that an energy efficient equipment project should not apply?

A. The GEO did not state that most of the funding in the last round went to Solar projects. The GEO stated that most of the grant requests or submissions in the last round of funding were for Solar projects.

Q. The components for which we will be requesting funding under the NEED grant are part of a building project that is scheduled to commence in February 2010. Bidding for these components may not take place before the grant submission deadline, but in order to refine our overall budget and to coordinate scopes of work, they are anticipated to be bid prior to the grant award date in early May 2010.

Q. How are we to conduct the bidding process in this instance?

A. The GEO cannot answer questions pertaining to a competitive process for any company or organization. If the bidding process takes place before the GEO contract/PO execution date the GEO will ask for justification of that process.

Q. Please define NEPA and Historic Preservation Act requirements in the context of a NEED Grant Project that is part of a larger building construction project.

A. The GEO cannot answer questions pertaining to an individual project. Upon award the GEO will provide guidance on NEPA and the Historic Preservation Act unless otherwise stated in the RFA.

Q. What, if any, other ARRA parameters will govern the overall project in this instance, if funding is provided "in part" for the specific NEED Grant components?

A. All ARRA requirements can be found within each RFA under Administrative Information. Additional guidelines on ARRA requirements will be provided upon grant award.

Q. How do we determine if the NEED project will "trigger extended environmental reviews"?

A. Please read the NEPA requirements within each RFA under section III.

Q. The general objective for NEED is listed as projects that are Energy Efficient or Renewable Energy projects, but you stated that last year 75% of the awards went to solar projects? Does that mean that a project that is replacing HVAC and lighting with energy efficient equipment would have a very small chance of receiving funds?

A. The GEO did not state that most of the funding in the last round went to Solar projects. The GEO stated that most of the grant requests or submissions in the last round of funding were for Solar projects.

Q. You said most of the projects funded last time were solar. Are natural daylighting systems, like solatubes (skylighting that eliminates electrical lighting & reduces energy costs) considered a renewable energy project under the NEED guidelines?

A. The GEO did not state that most of the funding went to Solar projects. The GEO stated that most of the grant requests or submissions in the last round of funding were for Solar projects. The GEO cannot answer any questions pertaining to individual projects. All guidelines for project funding can be found within each RFA.

Q. Can we leverage the entire project as our 75% cash match, or does the "project" only include that which could be funded? In other words, can non-fundable items be part of our cash match?

A. Yes, goods and services can be listed as part of the project match.

Q. Can you please describe what is meant by "established" Energy Efficient or Renewable Energy technology? The General Objective for the NEED RFA is very broad.

A. The technology must be currently commercially available.

Q. In the webinar, you explained that 75% of the NEED applications were for solar projects. Can you please give us other examples of projects that were funded?

A. GEO did not state that most of the funding went to Solar projects. The GEO stated that most of the grant requests or submissions in the last round of funding were for Solar projects. All projects which received funding in the last round of need can be found at <http://www.colorado.gov/energy/index.php?/about/press/2009>.

Q. Who will be audience for the 4 minute video?

A. Applicants will have the opportunity to create a video to provide additional information relating to a project within the grant application. Please note: Individual videos will not be scored by the evaluation team and evaluation team members will not be required to view any of the provided videos relating to individual projects.

Q. Our nonprofit organization has a therapy pool at its facility. It is not a swimming pool. The depth ranges from 1 foot to 4 feet at its deepest. The size of the pool is approximately 20 by 60 feet. May we still apply for a NEED grant in part, for the part of the facility not housing the therapy pool, or for the whole facility?

A. The GEO cannot answer any questions pertaining to individual projects. All guidelines for project funding can be found within the RFA.

Q. I'm working with three companies and looking at possible construction of an anaerobic digester once we complete the feasibility study. Would this construction fit under the ARRA prohibitions? We're specifically looking at the NEED proposal.

A. The GEO cannot answer any questions pertaining to individual projects. All guidelines for project funding can be found within the RFA.

Q. Regarding the NEED grants, one of the prohibitions on use of funds is "To subsidize utility rate demonstrations or state tax credits for energy conservation or renewable energy measures." What exactly does this mean? Does it mean, for example, that a solar PV installation in Xcel territory would not receive grant funding because of the utility subsidies through the Solar Rewards program?

A. The prohibition is against "rate demonstrations" such as a utility offering green pricing, inverted block rates, time of use etc. Therefore, the answer is no, it is possible to apply for grant funding in the case of the PV installation although any application would be subject to the standard of scoring and guidelines for any application and may or may not be awarded the NEED grant.

Q. Also, you mentioned the high number of solar requests in the last round and that solar grants would be forthcoming through other GEO programs. Does that mean that an application for a solar PV system in general under the NEED grants would receive a low ranking?

A. No, all scoring will be individual and comparable for all grant submissions.

Q. May applicants apply for the NEEDS grant and the Historic grant simultaneously? If so, can the applicant receive awards from both grants?

There is no penalty for submitting to multiple applications. You may apply for more than one grant opportunity in the same round of funding or, in later rounds of funding the GEO will offer. Please keep in mind if the proposal is submitted in more than one grant category during the same round of funding the GEO will determine which grant category is best suited for that project. The project will only be reviewed and scored in one grant category.

Q. In the NEEDS grant Guidelines, on page 8 of 18, paragraph 4, the end of the paragraph ends with “The State’s...”. What is missing from this sentence?

A. We apologize that is a typo. It should not be included in the RFA.

Q. NEED: p. 10 of the RFP, references 230 kV systems. Is this meant to say 230 kW? If not, please explain what is meant by a 230 kV system.

A. 230 Kilovolt transmission system.

Q. NEED: Can we find out our score and any other comments from a submission during the last round of the NEED grants? If so, how?

A. Please contact the GEO grants staff member as listed within the contact information on the GEO website to submit an official Colorado Open Records Act request.

Q. on Page 12 of the NEED Grant RFA, applicants are requested to “please refer to the ARRA guidelines” for compliance with competitive bid requirements for contractor selection. Could you please specify these guidelines, or direct applicants to a document that contains this information?

A. Please see the GEO provided appendices for each RFA.

Q. For the NEED grants, can you estimate what the average dollar amount of the award might be?

A. The GEO does not put an average dollar amount on each award.

Q. NEED: You suggested that maybe some of the later grant opportunities would be better for solar projects. How much money will be available for the Solar for Non-profits Grants in March? Will Denver-based organizations be eligible?

A. Funding amounts for future RFA opportunities will post with the specific RFA. Yes, Denver based organizations will be eligible for funding.

Q. NEED: Bottom of page 10, under Project Narrative says: Provide a project background and narrative that demonstrates, with specificity, a thorough explanation, of how the project will contribute to, stated goals of the “General Guidelines”. Please provide a specific reference to what is meant by “General Guidelines”.

A. General guidelines refers to the General Objective can be found within the Application section of the RFA.

Q. NEED: Do you just accept what applicants state are the energy, CO2, and employment impacts or do you have some metrics to check and calculate these things? If you are using specific metrics, can you provide those to us? (e.g. jobs created vs. energy saved; or CO2 per kWh saved; etc).

A. Specific metrics are provided upon GEO award within the contract/PO.

Q. Under the Prohibition on Use of Funds Section it says, ‘To Purchase equipment, conduct research, or engage in development or demonstration of energy efficiency or renewable energy techniques and technologies not commercially available’ Does this mean that a startup company could not apply for a NEEDS grant for the purposes of demonstrating their new solar technology was highly efficient, low cost, and suitable for commercial buildings in Colorado and elsewhere? The sentence quoted above is not clear and I would like for it to be explained in more detail.

A. Please see the Application section of the RFA, section B which is prohibitions for use of funds. The product must be readily commercially available. The development or demonstration of a product that is not currently available in the market cannot be funded.

Q. Attachment A on the NEED grants is difficult to complete due to the restrictions in column size. How can we be assured that information entered is truly uploaded appropriately? Is there any way to expand the row size?

A. Attachment cannot be altered in any way. Please be brief and concise when entering the information being requested.

Energy Efficiency in Historic Buildings (EEHB)

Q: For the historic building grant, does my organization need to meet all of the ARRA goals? To preserve and create jobs and promote economic recovery.

2. To assist those most impacted by the recession.

3. To provide investments needed to increase economic efficiency by spurring technological advances in science and health.

4. To invest in transportation, environmental protection, and other infrastructure that will provide long-term economic benefits.

5. To stabilize State and local government budgets, in order to minimize and avoid reductions in essential services and counterproductive state and local tax increases.

A. No, you do not need to meet all of the ARRA goals, but the closer you are aligned with these and the goals of GEO the more likely it will be funded.

Q: What is the maximum amount for a historic building grant that I can apply for?

A. It is GEO's intention to provide 2 or 3 grants from this grant opportunity, but if the highest scoring project requests the total grant allocation, it will be considered for funded.

Q: RFA for EEHB - Due to the limited amount of funding, how many projects are you expecting for fund and can the funding be used for design services - or must it be used for hard construction?

For the Energy Efficiency in Historic Buildings grant, it is GEO's intention to provide 2 or 3 grants from this opportunity, but if the highest scoring project requests the total grant allocation, it will be considered for funding. This grant can be used for design if there is a clear commitment to implementing the most cost effective – energy efficient choice.

Q: With regard to historic preservation projects: Can these grants fund design only?

Can these grants fund design and construction both?

Can these grants fund insulation, windows, or other energy saving features that are not special technology

What is time frame for completion of the project?

Do they have suggestions for other sources of funding

Loans

Credits

ARRA?

A: the Energy Efficiency in Historic Buildings grant can be used for design only if there is a clear commitment to implementing the most cost effective – energy efficient choice. It can be used for both design and construction and can fund any energy efficient technology or upgrades. The timeframe for completion of the project is specified in the grant application. There are other sources of funding but GEO does not have a comprehensive list at this time.

Q. What is the definition of a "Historic Building". Does the building have to be on the register?

A. as specified in the application, "Provide verification of historic designation and if Local, Colorado State Register, or National Register of Historic Places (any required attachments will not count against the 5 page application limitation)".

Q. I understand that there is a total of \$150,000 to award statewide for this entire program, correct? Is there a maximum or recommended amount that applicants can request?

A: for the Energy Efficiency in Historic Buildings grant, as stated in the grant "The Energy Efficiency in Historic Buildings RFA has up to \$150,000 available for project funding". There is no maximum (within the program allocation) or recommended amount for a request.

Q. Would repair of wood windows to improve energy efficiency be an eligible activity?

A: The Energy Efficiency in Historic Buildings grant can fund any energy efficient technology or upgrades.

Q. Would installation of new, energy efficient heating and cooling equipment be an eligible activity?

A: The Energy Efficiency in Historic Buildings grant can fund any energy efficient technology or upgrades.

Q. Would attic insulation be an eligible activity?

A: The Energy Efficiency in Historic Buildings grant can fund any energy efficient technology or upgrades.

Q. If projects are expected to start around June 1, does that mean that contracts would be executed by then?

A: for the Energy Efficiency in Historic Buildings grant it is mandatory that funded projects begin construction within 3 months of contract execution and have a targeted completion within 8 months of contract execution date.

Q. Must a building be in the national register to be considered historic? If not, what type of verification would suffice?

A. as specified in the application, "Provide verification of historic designation and if Local, Colorado State Register, or National Register of Historic Places (any required attachments will not count against the 5 page application limitation)".

LEED for Existing Buildings Certification Incentive Program

Q: For the historic and LEED-EB grants: is there a minimum building area? AND Can the building owner subcontract services and use the grant to pay the subcontractors?

A1. For both the historic and LEED-EB grants, there is no minimum building area. For the LEED-EB grant, the more area included in the grant the better it will score with respect to applicant's commitment.

A2. Subcontract services can be used and funded through this grant. This should be clearly identified in the grant and if the subcontractor has been selected then they should be identified.

Q: LEED-EB: Please clarify that the grant supports the new LEED for Operation and Maintenance rating system, not legacy projects already registered under LEED for Existing Buildings. Can the grant also

support STARTS rating efforts?

A. The LEED-EB grant is for new efforts supporting the new LEED for Operation and Maintenance rating system.

Q. For the LEED EB grants, can a project apply for a maximum of \$115,000?

A. For the LEED for Existing Buildings Certification Incentive Program, It is GEO's intention to provide 2 or 3 grants, but if the highest scoring project requests the total grant allocation, it will be considered for funded.

Q. Second: How is campus defined only high education or K-8 campuses and/or federal campuses than encompass a large number of buildings.

A. The LEED for Existing Buildings Certification Incentive Program is targeted at higher education but a K-8, k-12, or federal campuses will be considered.

Energy Efficiency Expansion and Training (EEET)

Q: Why does the EEET grant eliminate the southeast corner of the state?

A. The GEO describes "priority regions" in the EEET grant opportunity. This does not eliminate any particular area of the state. The GEO identified these geographic priority areas to encourage participation because these areas currently lack consumer resources for energy efficiency products and services. This does not mean that projects within these areas will automatically receive funding over another project. The merits of each individual project will be weighed in conjunction with the geographic location.

Q: Equipment purchases: On the EEET grant, can equipment be purchased? Are funds just prohibited from purchasing equipment that is not commercially available?

A: Yes, appropriate equipment may be purchased as part of or, for the entire proposed project.

Q: If you do not have more than 10 employees but hope to hire MANY more by June are you still eligible for the expansion and training grant and the innovation Funding?

A: Yes, if your current structure is under 10 employees, you can qualify for funding. Please keep in mind that applying does not guarantee funding.

Q. I was just on the webinar and have a question about the Energy Efficiency Expansion and Training Grants. If we want to purchase a vehicle, does it need to be new or can we buy used?

A. That is at the discretion of the applicant. Proposals should reflect what is needed to ensure successful projects.

Q. My group of BPI certified auditors is looking for funding for Marketing, training and equipment purchase for expansion. We do residential auditing and home mitigation. The mitigation can consist of Insulation, sealing, appliance replacement, high efficiency mechanical system, Hydronic solar, etc. Do these grants apply to these types projects?

A. Projects will be considered for funding if they meet the definition of small business (10 employees or fewer.)

Q. If so how much money is allocated to the above grants?

A. This will be determined by the evaluation committee.

Q. EEET and IFEE- Are the dollar amounts listed for the grants -- \$250,000 and \$150,000 respectively -- the limit for each grant request, or the entire amount to be awarded for all funded grant requests.

A. These are the total dollars available to fund multiple projects.

Q. EEET: What would make you consider funding an organization in Denver for this opportunity? Is it even worth applying?

A. The GEO describes “priority regions” in the EEET grant opportunity. This does not eliminate any particular area of the state. The GEO identified these geographic priority areas to encourage participation because these areas currently lack consumer resources for energy efficiency products and services. This does not mean that projects within these areas will automatically receive funding over another project. If for example, a project outside of the priority geographic area scored much higher overall than one inside of the priority area, the priority area project may not receive funding over the project outside of the priority area.

Q. For the EEET Grant: Is there a matrix to use for lines 22-55 of Attachment A based on the number of employees trained? How do you want applicants to address lines 22-55 so that applications can be compared apples to apples?

A. If this section is applicable to your project, please provide relevant energy savings data and methods of calculation.

Innovation Funding for Energy Efficiency (IFEE)

Q: IFEE/EEET Do Co-Ops qualify as small businesses? Is there a definition for small business (Colorado Corporation, LLC, etc.)

A: Yes, Co-ops can qualify as long as they meet the definition of small business as defined by the grant (10 employees or fewer).

Q: IFEE Funding: Can energy efficiency research/testing or demonstration of energy efficiency be done on equipment that IS commercially available, but not widely utilized in the current market? (for example Evaporative PreCoolers for Air Cooled Chiller Condensers)?

A: Yes, but the intention of the grant is to promote integration and installations in the market. Research and testing may not result in systems installed or energy savings; projects will be evaluated per the guidelines stated in the solicitation.

Q: IFEE - Define "alternative" residential EE systems - the word "alternative" is confusing to us. Do you have an example of what you are considering funding?

A: “Alternative” in this instance is meant to describe EE technologies or services which are not commonly utilized by Colorado residents or homebuilders but are developed and are commercially available in the market.

Q: IFEE - What is the total amount of funding available for this grant? Are there any targeted project sizes (by dollar value) For example, projects under \$15K.

A: The total funding available is \$150,000. The GEO anticipates awarding multiple projects with this money, targeting 5-10 projects.

Q: IFEE/EEET - Will either of these fund computer software that provides consumers with a comprehensive report of the work provided? (ie TREAT?)

A: Refer to grant solicitation for guidelines that determine what types of projects will be considered for funding.

“...provide funding to local businesses to assist with the costs of promoting and utilizing alternative residential energy efficiency systems or technologies. These projects may include products or services aimed at utilizing less common energy efficient systems or technologies. Systems and technologies that are not commercially available do not qualify.”

Q: IFEE/EEET - Is there an insurance requirement for all small businesses and any subcontractors who are awarded grant monies?

A: There is an insurance requirement for all vendors that enter into a contract with the State of Colorado. Those requirements will be provided upon award and contract execution.

Q: IFEE/EEET - Is there a problem (or would we be scored less) with solo practitioners forming a small business to apply for this grant for this project and other projects moving forward?

A: All qualifying businesses will be scored based upon the merits of their application. The GEO requires administrative oversight and contracting with a single entity acting as the fiscal agent.

Q. Also, The IFEE grant says it will fund "costs of promoting and utilizing alternative residential energy efficiency systems or technologies". Does this apply to companies that are manufacturers of the new technology seeking funds to promote the product to other organizations and businesses or does this mean that we as the company have to utilize the technology ourselves to complete energy efficiency projects?

A. Small businesses with 10 employees or less can qualify.

Q. For the IFEE grants, do you anticipate just a single award or multiple awards?

A. The GEO anticipates multiple awards for the IFEE grant opportunity.

Q. For the IFEE grants, does "residential" include bringing products or services to multi-family residential projects?

A. Projects meeting the definition of “residential” will be considered.

Q. Do all the application materials that are not separated as proprietary become public record if we submit for the grant? If not, what materials specifically become public record and where will they be published?

A: See Administrative Information, section B of the RFA.

Q. Similarly, do all the application materials that are not separated as proprietary become public record if we win the grant? If not, what materials specifically become public record and where will they be published?

A: See Administrative Information, section B of the RFA.

Q. If we win the grant, do we retain full ownership of, and rights to the product? How will the confidential pieces of the product be handled. Item 17 in Appendix 3 implies that the product will become property of the State.

A. At the time of contract negotiations ownership rights can be discussed. Upon grant award the grant recipient will have the opportunity to negotiate these terms. Compressed Natural Gas (CNG)

Q: Does the CNG grant money include converting vehicles to CNG powered?

A. No. Funding for CNG projects is only for refueling infrastructure, not for vehicle purchases or retrofits.

Q: Question: CNG: With the states vision to promote CNG as transportation fuel, can you guarantee that the actual fuel source will come from Colorado land...? How much of it (percentage) would you see as going to transportation fuels? How much will go for heating & cooking? Does GEO see this as a start to promoting CNG as transportation fuel statewide?

A. The state is not requiring documentation that the fuel is coming from Colorado. The funding is used only for CNG Infrastructure for vehicle refueling. The GEO has been supporting CNG for transportation fuel since 2006.

Q: Of the 400 participants on this seminar, how many are attending solely for the CNG grants?

A. The GEO is unable to answer this question as webinar registration did not require webinar participants to indicate which grant opportunity was of interest to them.

Q. The FOA says that commitment letters should only be included for partners that can commit to purchasing set quantities of natural gas fuel, and that the project must be completed within 12 months. Is this a multi-year projection or is the RFA asking for how many gallons each partner can commit to immediately upon start-up? Does the 12 month period begin at the projected start date of 6/1/10?

A. This is a multiple year projection. Yes, the 12 month period at the projected start date of 6/1/10.

Q. The RFA only mentions compressed natural gas. Does this mean that liquefied natural gas (LNG) is excluded from consideration?

A. Yes, this grant is only for CNG.

Q. I have a question regarding CNG infrastructure funding in Garfield County. During the WebEx it was stated that projects with considerable matching funding would receive the highest consideration. Page 10 of the RFA has a table which provides a noted funding maximum of 100% of OOP costs. If we put together an application requesting 100% of the \$675,285, what are GEO's expectations regarding matching funds? We do not expect considerable additional cost and we would commit to funding the additional costs ourselves. Matching funds may not be necessary.

A. The chart refers to how much of the project cost may be covered by GEO funding. There is no requirement of matching funds percentages, but projects that leverage the greatest amount of funding from GEO, can demonstrate solid financing and financial viability will be scored highest. Project that bring no additional funding or cannot demonstrate the ability to leverage funds will, most likely, not be scored highly.

General Solicitation Q&A

Q: Where are the Carbon Fund Grants for solar systems?

A. These are being offered as a separate grant opportunity through the GEO. None of the funding for these grants comes from the American Recovery and Reinvestment Act. Please look for the posting at www.colorado.gov/energy.

Q. Is there a minimum requirement for matching funds for the NEED or EEHB grants?

A. Matching funds requirements can be found within each RFA posted on the GEO website at www.colorado.gov/energy.

Q. Can an applicant use award money from other grants as matching funds for these grants?

A. Yes, monies awarded from other grants can be used as matching funds for the project.

Q. Can an applicant use financing from a state approved ESCO as matching funds for these grants?

A. Yes, monies from other entities can be used as matching funds for the project.

Q. For all grants: will GEO give any preference to projects that share costs (ie: if an Owner shares the cost vs. using only the grant funding).

A. Yes, the GEO does give preference to projects that utilize matching or in-kind funding.

Q. Are the itemized spreadsheet and detailed itemized budget included in the 5 page application limit?

A. The GEO required Attachments are not included in the 5 page limit. However, the itemized budget should be included in the 5 page limit.

Q. How will the Evaluation Team weigh participation in the project by institutions and students engaged in renewable energy career training programs?

A. This is not included in the evaluation team scoring criteria.

Q. Can a request be multi part and GEO decide to only fund one part?

A. The GEO will fund the original proposed scope of work of any project, at any percentage as determined by the evaluation team.

Q: When will these programs actually be live?

A. We are not anticipating contracting for these projects to take place until May/June of 2010.

Q: Are proposals that have matching funds available from the Federal Government (NSF) get priority?

A. Proposals that have matching funds from the Federal Government (NSF) will not take priority over other proposals for funding.

Q: We understand from the Model Contract that we cannot have incurred costs against an awarded RFA until after contract award. Are we allowed to incur expenses for matching funds AT RISK (in event we do not receive award) in order to keep project on track. For example a wind study to install a wind turbine may be required prior to installing a turbine which may be funded by GEO RFA.

A. Yes, matching funds may be incur expenses prior to the award announcement.

Q: What is RFA?

A. RFA stands for Request for Applications

Q: Can work start prior to June 1st? Under general objectives it states project must begin within 3 months, however, under project tasks it states that project tasks must list start date of June 1st.

A. The project can begin prior to June 1st, but no GEO funds can be expended prior to contract/PO date. This includes any invoices for materials services prior to contract execution date.

Q: Will GEO be posting the webinar online to listen to later?

A. The slides from the presentation are posted at

<http://www.colorado.gov/energy/index.php?/resources/category/funding-opportunities/>

Q. All Grants: Does GEO consider funding part of a proposal or a scaled version of the proposal. For example, if our proposal is for installation of a 200 kW PV system, but we would accept funding for a scaled back version (say 100 kW) should we indicate that?

A. The GEO will only provide funding for the proposed scope of work detailed in each grant application. Each proposal is scored based on what scope of work is presented within the application.

Q: Can the applicant cost share increase if the project cost were to rise?

A. Yes, but the GEO grant request/award will not change.

Q: Could you please give an example of how the scoring works? Do you score each grant application so grantees can see how scoring worked (previous round)?

A. The scoring criteria can be found within each RFA posted on the website.

Q: Does the GEO check the calculations for kWh saved, CO2 emissions, jobs created? Or, do you just take it at face-value what the applicant says?

A. Yes, the GEO will check the calculations for the above metrics as this is a reporting requirement for ARRA funding.

Q: When will awards be announced? Can we start project before 6-1-2010 if we win award?

A. The project may begin before the date of June 1, 2010. However, no funding from a GEO grant can be expended prior to the contract execution date. This includes reimbursement of any invoices prior to the GEO contract execution date.

Q: Under Section III, B does "the construction or repair of buildings or structures" include a prohibition on the retrofit of windows, doors, lighting, HVAC, air penetration work, adding insulation, etc. in an existing building, or can these measures be funded under this RFP?

A. Retrofits are not prohibited for funding under these RFA's.

Q: May we attach a Memorandum of Understanding? The MOU will clearly identify each partner's role and in-kind/match contributions.

A. Yes.

Q: Our proposal is multi-faceted and located in multiple locations. How do we answer the question on location of project?

A. You may use the option of statewide, but in your narrative provide specifics on locations.

Q: Define the difference between a subcontractor and consultant?

A. Consultants are considered subcontractors and all goods or services provided from either must be competitively bid.

Q: We have already identified our subcontractors/partners for the project. How do we deal with the competitive bid process?

A. All identified subcontractors/partners must be identified through a competitive process. If a subcontractor/partner has been identified before GEO grant submission the GEO will require

justification of a competitive process.

Q: How much of the costs to prepare a grant application can be included in the cost of the project and included in the grant request?

A. None. No GEO funding can be expended prior to contract/PO execution date.

Q: Can we apply for more than one grant category?

There is no penalty for submitting to multiple applications. You may apply for more than one grant opportunity in the same round of funding or, in later rounds of funding the GEO will offer. Please keep in mind if the proposal is submitted in more than one grant category during the same round of funding the GEO will determine which grant category is best suited for that project. The project will only be reviewed and scored in one grant category.

Q: I represent a company which deals with energy conservation in the lighting industry. Energy Conservation Technologies is based in Boulder, CO. It is my belief that energy conservation precedes alternative energy. We are looking to provide local manufacturing jobs in the spring / summer of 2010. Which grant do you feel may be most appropriate for dramatic energy efficiency created through electronic ballasts for street lights and convention lighting.

A. The GEO cannot answer any questions pertaining to individual projects. Please find the guidelines for project funding within each RFA.

Q: Please explain how the scoring is weighted by category?

A. All information pertaining to scoring criteria can be found within the individual RFA.

Q: Are LIKE projects competing against each other or is it all projects compete against each other.

A. It depends on the RFA in reference. For NEED; all projects compete against each other. Please refer to the specific RFA for information pertaining to project evaluation.

Q: Do you know when the next round of funding will happen?

A. All GEO solicitations and the anticipated launch date of each can be found on the GEO website at www.colorado.gov/energy.

Q: Are Davis-Bacon wages required to be paid to all employees or just those engaged in "field work"? All grants.

A. Davis-Bacon is required for "field work" or construction employees only.

Q: the company that I work for is a developer that offers 3rd party financing. How many times can we apply for this grant, and how many can we apply for as a single entity.

A. There is no limit on grant submissions from individual companies or organizations.

Q: What is the best category for solar applications?

A. The GEO cannot make this determination. Please find the guidelines for project funding within each RFA.

Q: My understanding was that representatives were available for assistance in going through the grant application process. Is there no such assistance?

A. No. This is a competitive process with GEO staff acting as members of the evaluation team. The GEO cannot provide any assistance on grant applications.

Q: Are funds only to be used for equipment or materials (that will increase energy efficiency) that would otherwise not be able to be used in the project due to the cost impact (e.g. PVC Solar), or can funds be used to pay for equipment or materials that are already planned for in an existing project (e.g. retrofit of existing building)?

A. Funds can be expended for both types of projects.

Q: When will we find out what the technology RFA's are?

A. All RFA's the GEO is planning to offer are posted on the GEO website at www.colorado.gov/energy.

Q: If I have a new technology that reduces energy waste as relates to street lighting and also reduces skyglow does this fit into a category?

A. The GEO cannot answer any questions pertaining to individual projects. Please find the guidelines for project funding within each RFA.

Q: Can funds be used for subsidization/discounts on product/services for sale?

A: No, funding cannot be used for the above.

Q: If we finance each individual project with a separate entity, what are the overall restrictions for the applicants?

A. If an application is awarded the grant recipient will be responsible to the grant requirements as listed in the contract/PO.

Q: Can funds be used to support the difference in cost between less-efficient equipment and more energy-efficient equipment (e.g. Windows, RTUs (roof top units for HVAC)?

A. Yes.

Q. Can you provide funding for either design/construction/or both for any of the following?

PV Solar array on public building.

Energy efficient enclosure for public building (high quality windows, insulation etc).

Energy studies related to special problems of historic buildings with high mass of masonry but no insulation.

Wind turbines for small civic projects.

Piezo-electric cells in roads or under railroad tracks.

Low water irrigation systems.

Park and street lighting using low energy fixtures and/or solar re-charge.

A. The GEO is unable to answer this question as webinar registration did not require webinar participants to indicate which grant opportunity was of interest to them.

Q. RFA, request, is it for Energy related program only or other Small business areas like Retail, Distribution, Taxes, Accounting, and Supplies could request for Assistance?

A. Requests should be for energy related programs only

Q. Could it be acceptable if one design Excel Spread Sheet other than the one in your instruction?

A. No, all GEO provided templates must be used.

Q. How are we to address ARRA requirements for wage rates, Buy American, Whistle Blower, etc and subcontract special provisions in this instance?

A. These are to be addressed at the discretion of the individual entity while ensuring compliance with ARRA and GEO provided requirements.

Q. Can a cover letter and the Gantt Chart be excluded from the 5 page RFA limit?

A. A cover letter will be excluded from the 5 page limit. Please limit your cover letter to one page. The gantt chart will not be excluded from the 5 page limit.

Q. Where can DOE guidelines for SEP funding be found?

A. These are internal documents the GEO uses to create its own guidelines for funding based on the DOE guidelines for SEP funding.

Q. Please define DOE project metrics (Guidelines for RFA, VI, A.1)

A. These are created based on the individual project and will be defined by the GEO.

Q. What is the preferred text to be used in subsequent contracts as relates to Organizational Conflicts of Interest?

A. This question is unclear. The GEO does not have enough information to answer this question.

Q. What are the "RFA Guidelines"?

A. These are the guidelines set forth, in entirety, throughout the RFA document.

Q. What are the "General Guidelines"?

A. General Guidelines refer to the General Objective which can be found within the Application section of the RFA.

Q. Please review all of Attachment A or provide instructions for completing this form.

A. Please provide all information pertaining to the project as shown and asked in Attachment A. The GEO cannot consult on metrics as this form is used by the evaluation team.

Q. Can you tell me how important it is to submit a Gantt or similar type chart into the Project Tasks section. Based on our last application, it was somewhat difficult to include a chart and stay within the 5-page limit?

A. The gantt chart should be included in the 5 page limit. The gantt chart will act as an exhibit in an issued contract/PO upon grant award.

Q. Is there any preregistration needed? I thought I saw something on line before that talked about pre-registering a project?

A. No. Pre-registration is not a requirement for these grant opportunities.

Q. The June 12th start date that is listed in the application, does this mean that a project that is started before then would not be considered?

A. The start date is listed as June 1, 2010. No, a project can begin before the start date. However, no GEO funds can be expended prior to a contract/PO execution date; this includes any invoice reimbursement prior to the execution date.

Q. It was stated that you would prefer that the project has already been bid before the application is submitted? Is that correct?

A. No. It is at the discretion of the entity applying for grant funding to create a timeline for the competitive bid process.

Q. Can equipment be purchased before the grant is awarded?

A. Yes, but no GEO funds can be used to reimburse already purchased equipment. No GEO funds can be expended prior to contract/PO execution date. This includes invoice reimbursement.

Q. How is the "creation of jobs" defined? Does this pertain to the jobs created during the construction of the project, or must the project be one that requires employees to function once it is completed?

A. The creation of jobs pertains to both during the construction of the project as well as, after the project has been completed.

Q. What if we need audit equipment now - shall we file under this grant? If we wait for the May grant, consumers will miss some of the rebate opportunities and will also not have the required audit for the Smart Loan Program.

A. The GEO cannot answer questions pertaining to individual projects.

Q. The prohibitions state that with the grant funds you are prohibited to "purchase equipment, conduct research, engage in development or demonstration of energy efficiency or renewable energy techniques and technologies not commercially available." Does this mean we CAN improve upon and further develop technologies that are currently commercially available but could be improved using the grant funds?

A. Yes, funding can be requested to further develop technologies for a product currently commercially available.

Q. In the webinar, it was said that if a proposal is funded, no variances from the proposed scope will be allowed. I wonder if that means all funded applications will be funded in full, or will there be an opportunity to revise the scope if the request isn't funded in full.

A. The GEO does not allow the opportunity to revise any scope of work under any instances.

Q. Is a compiling of many agencies' roles within one MOU allowed as an attachment? Or, does the GEO prefer a separate MOU between each partner agency and Turnabout? If a MOU is not allowed, does the GEO accept letter of commitment and support from partners? Will you accept these MOUs as attachments?

A. A MOU or letters of support will both suffice. Yes, we will accept them as attachments to the grant submission.

Q. We would like to explain each partner's role and in-kind and cash contributions within the scope of the MOU and all parties will sign one document. May we use the MOU as the means to clearly discuss the match?

A. Yes, but the project match must also be described within the body of the grant application.

Q. The project is multi-faceted and located throughout the Front Range. How do we explain the multiple sites and data collection estimates in Attachment A?

A. Project can be listed as "statewide." Data collection can be based on the project in its entirety.

Q. Define the difference between a subcontractor and a partner agency?

A. Please see Appendix 1-Colorado ARRA provisions.

Q. We have a long standing working relationship with a already established partner. They are a major trusted and proven partner of ours. We are planning to utilize their expertise in energy audits. May we continue our partnership/collaboration with them without a competitive bid process?

A. All work being completed by a subcontractor must be competitively bid per ARRA requirements.

Q. The requirement to spend funds within 9 months of award creates a strategic (longer term) challenge for project inception, planning, and implementation. We acknowledge that the Colorado Model Contract states the GEO funds cannot be spent prior to contract execution by the State. Therefore any matching funds spent prior to award would be at risk to the contractor if no award is made. The model contract also requires matching funds to be spent in the same proportion as GEO funds. ***However, are we permitted to include as matching funds (paid by contractor/awardee), those materials and services that are part of the submitted project budget and will be spent prior to execution of the model contract after award?***

A. Yes, those funds can be included.

Q. If the answer is yes, this also means that GEO matching funds on day one after contract execution would be in proportion to the prior expenditure of matching funds for the project by the awardee that are included in to the total budget costs on Attachment A. PLEASE CONFIRM whether these non-standard expenditure of funding should be delineated in the Exhibit A.

A. Yes, those funds should be accounted for in Attachment A.

Q. Are we permitted to provide additional substantiation of calculations contained in the fields in Exhibit A (jobs creation, energy savings, carbon offsets, etc) on the Exhibit A without incurring a penalty against the 5 page limit for the narrative?

A. Yes, there will be no penalty for these additions.

Q. The Colorado Model Contract specifies that intellectual property Rights in Data, Documents, and Computer Software (Section 17) developed as part of the grant becomes the exclusive property of the State. Because of Section 17, we are concerned with proposing leading edge commercially available, yet proprietary designs for implementation of a grant-funded project. This is particularly relevant to, though not exclusively related to, the IFEE RFA which encourages commercially-available "products and services aimed at utilizing less common energy efficient systems or technologies.***Please confirm that Section 17 - Rights in Data, Documents, and Computer Software (Section 17) does not apply to the implementation of a proprietary technology developed prior to the award of a NEED or GEO RFA, although used in the implementation of a scope of work funded by the grant.***

A. If the GEO is not expending any funding toward the development of that technology it will not be subject to Section 17 of the Colorado Model Contract.

Q. With regards to subcontractor competitive bidding, is there a minimum limit on the quantity of competitive bidders?

A. No, there is no limit on the quantity of competitive bidders.

Q. With regards to payment by the Owner to grant writers, is there a maximum amount allowed to be paid to a grant writer and is this figure required to be shown on the detailed project budget?

A. No. The assumption is that these funds would be expended before a GEO grant award? The GEO cannot expend any funds from a GEO grant award prior to the contract execution date.

Q. What was the average, or complete list, of total points accrued for the previous round, of which 14 awards were issued?

A. Please contact the GEO grants staff member as listed within the contact information on the GEO website to submit an official Colorado Open Records Act request.

Q. On the call this morning you stated that if the scope of work changes after the award, funds will be retracted. Does this include the situation where the request is for \$500,000 and \$400,000 is awarded? Does the agency have the opportunity to revise the scope based on the lower amount or are they expected to complete the submitted scope of work for the lesser/awarded amount?

A. No. The GEO scores proposals based on the original proposed scope of work.

Q. Are all projects subject to Davis Bacon rules regardless of the budget? i.e. projects \$250,000 less do not need to comply but those above require Davis Bacon wages.

A. Yes, all projects will be subject to the DOE requirements on Davis-Bacon.

Q. Will you please clarify: if an organization attains bids prior to submission of the application, may we use said contractors if the process was competitive and the contractors are not on the Debarment List? Or are we required to submit our needs on the State's Bid System?

A. Yes, said contractor may be used as long as justification of the competitive bid process can be provided to the GEO. Contractor needs will not need to be submitted on the State bid system.

Q. Do I understand correctly section III, C, first bullet - to say that renewable energy project elements for generation projects of more than 230kV are not eligible for NEED funding at all, including related elements such as fuel supply study, biomass coop system development, etc? In other words, any system associated with a renewable energy project of more than 230kV need not apply? Thanks for your clarification.

A. For Renewable Energy Projects, projects under 230 kV may be directly funded. For projects over 230 kV, only technical assistance may be provided versus direct project funding.

Q. Could you please explain: *Measurable merits relates to CO2 reduction from project and net energy expenditures*; Are you asking for a life cycle analysis of the technology used or will the evaluators use their judgment on this.

A. Evaluators will use their expertise and judgment on this.

Q. Please note that under **IV. Response Format & Application Requirements**, in the budget example, *County EECBG* funding is listed as a funding source. Are these funds considered matching funds? Can non-entitled EECBG communities request non entitled EECBG funds from GEO as a funding source?

A. Yes, EECBG funds can be used as a match. Non-entitled EECBG funding has already been expended.

Q. If awarded, are funds dispersed based on reported progress against milestones?

A. Yes, the GEO will require reporting upon receipt of payment. Specific requirements are written into contracts/ PO. No funding will be paid in a lump sum.